

REPORT OF THE ANNUAL GENERAL MEETING
MOTORCYCLING AUSTRALIA LIMITED

BEST WESTERN AIRPORT HOTEL & CONVENTION CENTRE
33 ARDLIE STREET ATTWOOD
Monday, 13 May 2013



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Annual General Meeting Report

On behalf of the M.A. Board of Directors, Ray (V.Pres), Lyal, Bob, Stuart, and Lynn, the following Presidents report is submitted for the year 2012.

Over the last 12 months the board has met on a monthly basis with the occasional tele conference as required. We have concentrated our efforts on overseeing governance issues, finance and the strategic plan. Also as a result of the constitution change at the last A.G.M. the board has the responsibility of policy.

The board receives financial reports from both MA and MAIL each month. Both of these reports are scrutinised and queried where necessary until all directors are satisfied with both content and answers. We must pass on our thanks to Jamie for all the extra work in the way of extra reporting that we have requested and has been supplied. MAIL continues to remain very financial and is no doubt the best decision that the association has made. MA has again this year budgeted for a small loss and all that is possible will be done to turn this to a small profit. It is reliant on the number of licences that are sold as this is our only source of income and all that can be done is forecast a slight decrease in licence holders and hope we sell in excess of this. We cannot stay on this path of relying on licence sale and must look at other sources of income.

The Strategic Plan is also a permanent agenda item for the Board. Each month the progress of plan initiatives are discussed and monitored to ensure each item is, wherever possible, implemented within the allocated timeframe.

We have again this year received support from the A.S.C. which allows us to continue with our funding for riders to both compete overseas and receive coaching. On behalf of M.A. I would like to thank Janice Lo for her help and assistance in the provision of the grant. I would also like to thank Bob Kershaw for the assistance and guidance he has provided. Again this year we have had success overseas which a lot of countries larger than us would be delighted to have.

Our International events were again a great success and I would like to thank all those who were involved in either the organising or the running of these events. When you consider that these events would be impossible to run if it were not for our volunteers we are very grateful for their continued involvement.

OH&S is still and will remain to play an ever increasing role in the way we operate and run events. We cannot afford to be complacent when we look at the ramifications that it holds. I am sure we are in good hands with Claire keeping abreast of all the issues and producing documentation and policies as required.

On the FIM side of things David continues to hold a Vice President position and Darryl Hiddle continues as President of Oceania.

I would also like to thank our commissioners for the time and effort that they put into doing their job. The commissions continue to work independent of the board with the chairperson of each commission sitting down with the board to go through their final rule change submissions to allow the board to get the reasoning first hand on any change that may be required thus cutting any time delay which could occur should the board have questions.

I would also like to thank all board members for their time and dedication to a job which at times can be very time consuming and is never a matter of 1 day a month and I do truly appreciate the time they put into the responsibility they have. The board of today is as I said not a day a month job as it once was. To me it is all about talking to each other as often as required and apart from the endless email and phone conversations we get together on a casual basis the night before our board meeting to go over the agenda for the next day. We also meet for half an hour before the board meeting to have an honest appraisal of what we are doing and where we are heading. It is my belief that we have a very good board at the moment and a board that is encouraged to be honest and franc with each other. The mix we have on the board at the moment is more diverse than I can remember and this can only be a positive.

The meeting of State Presidents that was encouraged by the board, I would hope will continue to put suggestions to the board, we may not always agree with those put forward but I can see this as a positive way forward for all of us. If it does nothing else than make council a united voice and all stay on the same path it can only result in positive outcomes for all. I would encourage you to push forward with this and think outside the norm. Nothing would please me more than to read something from a meeting and think where has that come from.

In closing on behalf of the board I would like to thank David and all the staff at M.A. for their work and input into making our job as a board a little easier. To all councillors thank you for your time and efforts both at MA and State level, and State Managers for your input.

Annual General Meeting Report

Overview

This has been a very busy, challenging but exciting year for the organisation.

In 2012 Motorcycling Australia (MA) had set out to implement initiatives to improve performance and sustainability of motorcycle sport within Australia. We have engaged with State Managers, members, promoters, the media, industry and officials who have been involved in improving and promoting our core business.

This year's report provides commentary about the events of 2012 and a sense of how MA intends to improve its relevance and service to members in 2013 and beyond.

A range of significant business influence is compelling us to adapt to change as the global economic situation not only affects motorcycle sales and the industry but also impacts membership numbers which has a detrimental impact on our finances.

National delegates met at Strategic Forums to discuss a range of issues they felt significant about for the sport to develop and expand. They undertook a comprehensive review of our core objectives and a Strategic Plan has been developed which will continue to play an integral role in managing and achieving MA's objectives. These forums are critical for national direction along with the National State Managers' meetings which attempt to establish a strong and cohesive blueprint for development with a national focus.

MA has continued offering opportunities for our members to participate in motorcycle activities and events. To that end we have sustained our efforts in providing a robust Australian Championship and National Series Calendar as well as offering a comprehensive range of seminars and development courses for riders, coaches and officials.

A new Venue Guidelines document has been finalised and a new Medical Standards document is being developed.

We have investigated upgrading and transforming our member database systems to ensure that we continue to meet members' needs and have the information available to make informed decisions to progress our future.

Each month the Board is presented with a substantial financial report. Our financial reports are concise, useful and easy to understand and have undertaken significant steps to modernise our processes.

The partnership with the Australian Sports Commission has been critical for the ongoing training and development of elite riders as well as ensuring our athletes are supported while competing at an international level. During the latter part of 2012 the ASC embarked on a review of its funding process after what it considered to be an unsatisfactory result from the London Olympics.

We have benefited enormously from the ideas and advice from many of our committee and commission members. The dedication of these volunteers is critical to our strategy and these individuals go far above and beyond for the benefit of motorcycle sport.

I would like to recognise the contribution of our volunteers. Events would simply not exist without the help of our incredible volunteers who dedicate so much of their private lives to ensure the ongoing success of motorcycle sport.

On behalf of MA staff I express my gratitude for the commitment of the MA Directors and Board who work tirelessly to improve our sport. Finally, I would like to thank our staff for their significant effort during the past 12 months. It has been a challenging year and staff have been required to deliver more in many areas of the business, always with very limited resources. MA is fortunate to have a dedicated and committed group of people involved.

Finances

The Financial outcome for Motorcycling Australia Limited (Australian Operation) for the 2012 year was a profit of \$183,617. The profit included the write-back of the HIH Liability Defence Fund (removal of the provisioning for potential claims) of \$331,835, therefore a more accurate representation on the financial year is a loss of \$148,218. The budget for 2012 was a forecasted loss of \$210,470, and therefore a better result than predicted. Expenditure is closely monitored and minimised wherever possible however our income is largely beyond our control and is somewhat unpredictable.

The consolidated entity, MA & MAIL produced an overall profit of \$906,162. The approved budget for 2013 is a loss of (\$43,211), this is substantially less than the final outcome for 2011 & 2012. There is cause to take the optimistic view this forecasted loss will not materialise, however there needs to be a realistic undertaking between the MA and the SCBs to give reasonable opportunity for MA to achieve additional income and share expenditure between the SCBs where initiatives are benefitting both MA and the SCBs.

MA Insurance Limited

MA Insurance Limited had a successful year in 2012. The Company fully underwrites two policies;

1. Personal Accident relating to injuries received during events in Australia
2. FIM Policy for Australian riders participating in events outside of Australia.

The company partially underwrites a General and Products Liability Policy indemnifying a number of parties against potential claims resulting from incidents occurring at sanctioned events within Australia. The Company's exposure is limited to a total annual amount of \$2,000,000 for each and every claim with an aggregate total of \$2,000,000 in each year. This is the first layer of a policy totalling \$50,000,000. The exposure in excess of the initial \$2,000,000 is taken up by various underwriters operating in the London market. In all but one of its ten years of operation MAIL has returned an underwriting profit. This has been an outstanding achievement considering the high risk environment in which the company operates and the relatively modest start-up capital of \$350,000.

The 2012 year was the mid-year of a three year Long Term Agreement. This LTA achieved two things. It basically locked in premiums for that period and allowed the captive to have exemptions to write policies under the Direct off Shore Foreign Insurers legislation for that three year period. During 2013 all policies written by MAIL will be canvassed through the general insurance market to ensure MAIL is offering competitive premiums. A case will be prepared for the ongoing exemption from Direct off Shore Foreign Insurers legislation. It must be remembered that if a decision was made to place the business with a conventional insurer potential ongoing liabilities of MAIL would have to be funded. Current premiums are;

- Personal Accident - \$1,075,000
- General and Products Liability - \$952,000
- FIM \$17,446 – Based on individuals seeking this type of cover paying a set fee for either 30 day cover or annual cover

NOTE: the above premiums are net of Non Resident Income Tax

Claims - As at 31/12/2012 for the Personal Accident policy stand at \$684,624 but this will progressively rise during 2013

Claims –As at 31/12/2012 for the Liability Policy stand at \$45,000 however it must be remembered that parties have three years from the alleged incident in which to lodge a claim. This period can be extended upon application to the relevant jurisdiction. A minor has until attaining the age of 18 years plus a further three years in which to lodge a claim.

Total incurred claims for the Personal Accident policy, as at 31/12/2012 total \$7,334,297.

Total incurred claims for the Liability policy, as at 31/12/2012 total \$3,066,252.

The loss ratio (claims as a percentage of net premium) stand on average at 87% for the Personal Accident policy and at 39.16% for the Liability policy, giving an average of 63.99% which is within acceptable industry standards.

For the 2012 year the Company performance resulted in a retained profit of \$1,040,487 inclusive of interest earned. This is a satisfactory outcome. However some potentially significant and long running claims are expected to be finalised during 2013 so the financial outcome for 2013 may not be as significant as for 2012.

As at the 31/12/2012 the total number of open claims was as follows;

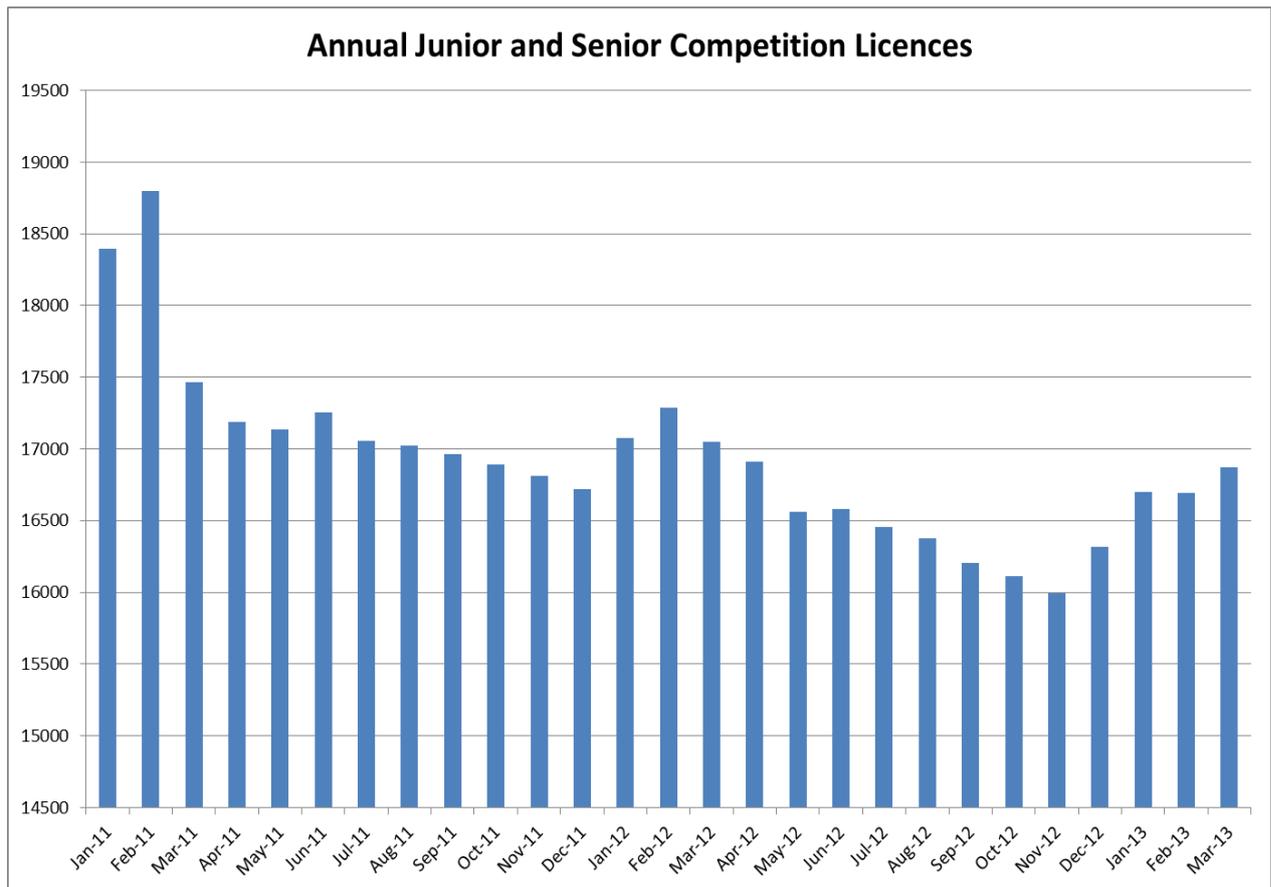
- Personal Accident – 64
- General and products Liability – 11

The future success of MAIL is dependent upon a robust Risk Management Policy including a thorough and audited venue inspection process, an acceptable level of medical service at events and a thorough officials training and reporting regime. A significant failure in any of these areas could result in a catastrophic accident with substantial damages against any of the indemnified parties under our insurance scheme.

Licences

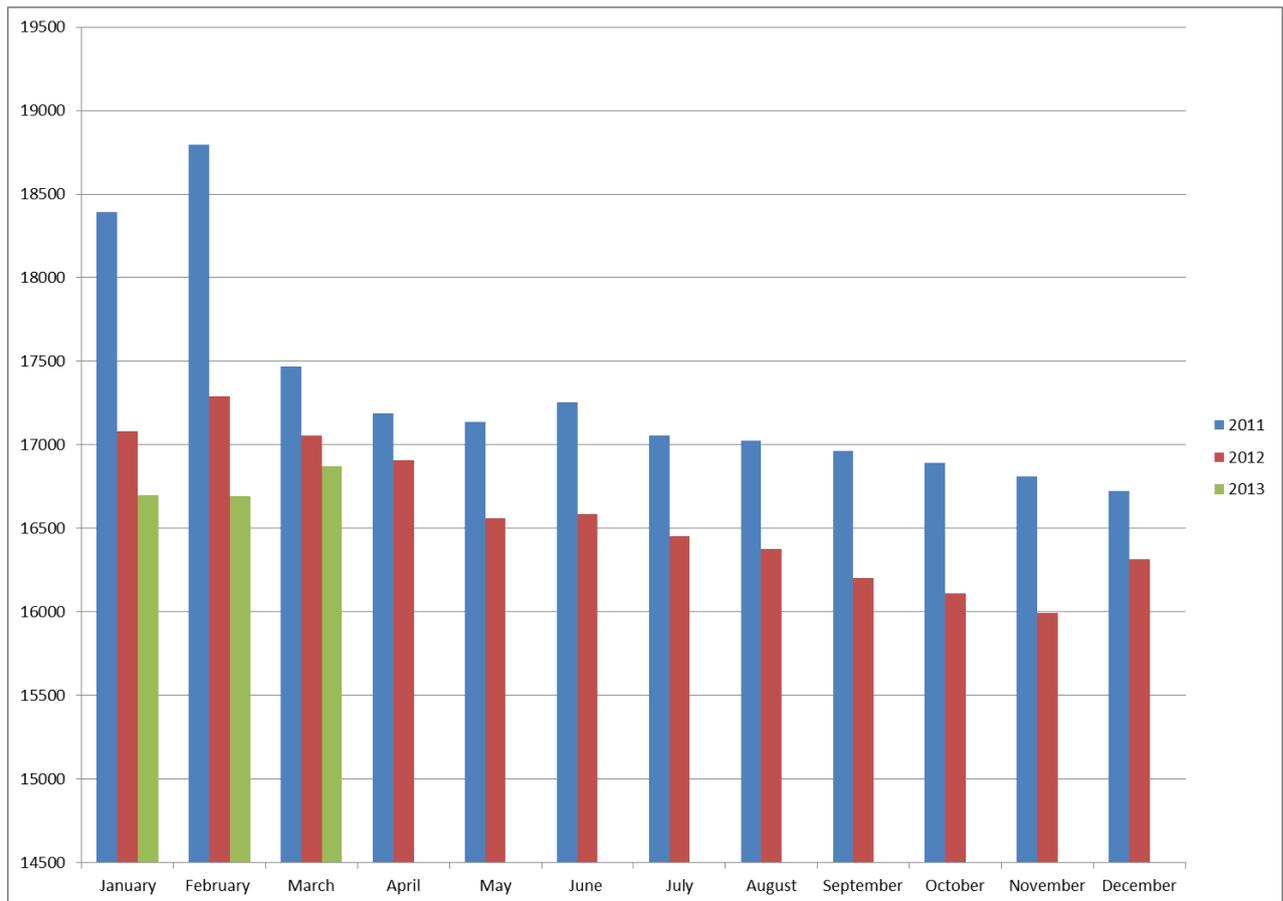
There was a steady downturn in licence numbers during 2012. The year commenced with 17,079 at the beginning of the year to 16,315 as at 31 December 2012. The decline in annual competition licences has been going on for some years but there has been a significant downturn since February of 2011.

Figures for January, February and March 2013 showed some recovery, however still fall short from previous years as outlined in the following graph:



We are approximately 557 licences up from the 31st December 2012 to 31st March 2013.

The following graph groups the licence numbers by month, in which we currently are below previous years.



Australian Sports Commission

Motorcycling Australia continues to receive outstanding support from the ASC. The support has continued during the financial year in 2012 with an investment of \$447,000 towards high performance and participation. This collaboration benefits the grassroots community level to high performance motorcycle sport. Following the London Olympics a review of the Sports Commission's funding model has been undertaken and the results of that review are about to be announced. Whilst the review has centred on Olympic sports it has the potential to affect every sport which receives funding from the Commission. An underlying principle of the review will be a goal of achieving 20 World Champions in each year. Based on this criterion we should be in a strong position to retain our funding.

Staff Changes

There were several staff changes during the year due to a variety of reasons including career advancement, retirement and maternity leave. As you are aware Ross Martin retired at the end of 2011. His position was Commissions and Committee Manager. He was not replaced. Megan Hannan is currently on maternity leave and Rob Smith has resigned as manager of the Rider's Division to return to the UK. Matt Kearsley is working in the events replacing Rebecca Kastenberger who moved interstate.

World Championship Events

During 2012 both the Moto GP and the World Superbikes were promoted in Australia. Both are well established events. Due to Casey Stoner announcing his retirement at the end of 2012, record numbers attended the MotoGP event. The 2012 World MotoTrials Championship was successfully conducted in Victoria. However the event will not be promoted in Australia in 2013 despite it receiving accolades from persons attending from

Europe. It is hoped it will be promoted in Australia in 2014 and continue thereafter every two years. There is opportunity to obtain a round of the World Motocross Championship and also the International Six Day Enduro. A number of parties are attempting to gain rights to promote a round of the Speedway Grand Prix in Australia. However MA is not privy to those negotiations.

Australian Championships Events

During 2012 all Australian Championship events, whether multi round or individual events carried out by a contracted promoter were conducted with a reasonable degree of success.

It is becoming increasingly difficult for traditional club promoters to obtain a reasonable financial return for their efforts and sponsorship is becoming increasingly difficult

The Australian Superbike Championship continues to be impacted by a rival series, the downturn in the motorcycle industry as well as suffering from a lack of venues (specifically NSW). These factors, together with the difficulty and cost of hiring venues, make promotion and management of the series extremely difficult. Road Racing is expensive to promote and traditionally road racing, at the elite level, suffers from lower participation numbers and high participation costs. This country cannot afford the luxury of two competing series. Road racing is probably suffering in most countries - the exception being the UK.

International Entertainment Group also commenced promoting the Supercross Championship in 2012. The Championship has great potential and received positive exposure as a support event during the MotoGP in October. Once again promotional costs, particularly venue hire and track build provide a huge challenge to a positive financial outcome

The Motocross Championship continues to solidify Williams Event Management's (WEM) reputation for delivering quality events. WEM deserves accolades for their continued and successful promotion of the Championship. Whilst as a collective group we may not acknowledge it, this Championship is arguably one of the most successful national championships and outperforms many other nations who have advantages in terms of logistics and potential rider numbers.

The Speedway Solo Championship continues to run quality events however it does suffer from a limitation in regard to venues suitable for motorcycle competition. It is difficult to get all riders willing to participate in the Championship due to the rigorous schedule they undertake in Europe each year. Australia continues to produce outstanding speedway riders considering the status of the sport here; however the programme, commenced in the 1970's, of introducing junior riders to four strokes, low powered machines, and produces a proven development path. Europe has based its junior programme on 80cc two strokes and riders are initially trained on those machines with completely different power characteristics.

The Australian Off Road Championship held 12 rounds across Australia in conjunction with the State Championships. Denise Hore continues to facilitate this championship in a most competent manner and without the ongoing support of Yamaha would not be possible.

All of the individual championships continue mostly promoted by affiliated clubs. The dedication of clubs involved in these championships is acknowledged and their efforts are appreciated particularly considering the difficulties in maintaining a volunteer base, the level of accountability required from legislative issues and the difficulty in sourcing sponsorship taking into account the parlous state of the motorcycle industry.

Barrabool

The Barrabool property continues to present challenges. It is a situation where the benefit of hindsight would have resulted in a different decision from the outset. A decision regarding the conditions attached to the granting of a permit is close to fruition.

MA submitted retrospective planning permits to the local Authority who issued a Notice of Decision. The permit was granted on the basis of a several onerous conditions. These conditions were challenged in VCAT by local Residents and by MA in March 2013, each for their own and very different reasons. The residents wanted more restrictive conditions and MA wanted less onerous conditions particularly in regard to usage. The matter has been referred to Mediation.

Conclusion

2012 is the third of three difficult years in relation to financial performance. There must be a genuine attempt between MA and the SCBs to rationalise some expenditure items for the common good.

We must be vigilant and prepared to make hard decisions in relation to Risk Management

We must be ahead of bureaucrats and politicians in relation to how we conduct our sport and recreation. Self-regulation is a far better solution than a bureaucratic or statutory solution.

We need to acknowledge the inherent dangers of our sport and react responsibly to those dangers.

Annual General Meeting Report

Summary of Activities in the 2012 calendar year

This report provides a summary of the tasks, programs and activities that the Sports and Communications Departments have been responsible for in 2012, which include:

- Communications Department / Activities
- Sport Department / Activities
- Staffing
- Australian Sports Commission
- Attending Australian Championship events
- Attending International events
- Strategic Plan
- Database / Websites
- Manual of Motorcycle Sport
- Aims for 2013

Communications Department / Activities

Media

Throughout 2012, Motorcycling Australia continued its good relationship with the motorcycling media, and as a result gained ongoing positive coverage in the industry publications and online. The relationship has meant that most releases sent out were published through the various magazines, websites and information channels. On top of the regular publicity we gained some media coverage through our sponsorship of the ADB Junior Rider of the year award.

The growth in media coverage has led to an increase in media mentions of MA in industry publications compared to previous years, copies are available from the Communication's department. Copies of the in-house media monitoring reports and articles produced throughout the year are also available from the Communications Department.

The MA Website

The Online Media Officer resigned in March and was not replaced, the maintenance and management of the website was taken over by the Communications Officer. The increased workload has meant that the website and contents are just being managed. The Facebook and Twitter social networking pages are continuing to successfully promote news articles and competition results along with driving people back to our website thus increasing hits. Facebook had over 2000 fans and Twitter had over 280 followers or visitors at the end of 2012.

MA did not derive an income from the MA or SCB websites. NSW, SA and Tasmania have not moved across to the Sporting Pulse website.

The MA e-Newsletter

The MA e-Newsletter content continued to be improved throughout 2012 and this intern has generated an increase in recipients, the last edition in 2012 reached over 20,000 contacts and additionally to media and industry people.

Event Media

The Communications Officer also provided media coverage of:

Woman's MX

Phillip Island rounds of WSBK and MotoGP

Honda Broadford Bike Bonanza

AORC all rounds

Manual of Motorcycle Sport Advertising

The advertising for the 2012 Manual of Motorcycle Sport was handled internally, some small internal page ad spaces were sold, overall it was not successful. Some of the ads were upgraded to internal covers and to the rear cover. Some existing MOM's advertisers were only retained due to discounting we did not find anyone to take the front cover.

MA Publications

Kick Start and Junior Coaching Log Books were reprinted and distributed in January.

The Annual Recreational Activity licence books were reintroduced and printed in July.

Sport Department / Activities

Promoters Pack

The Promoter's Pack was revised and issued to the 2013 Championship promoters and clubs.

High Performance Program

High Performance Camps

- Women's MX/Off road Camp – September
- U21 Motocross/Off Road Development Training Camp – January
- Elite Rider Camp – November
- Level 2 Coaching Camp - April

Fewer people were able to participate in these camps due to budget constraints.

The Camps are part of our ongoing commitment to high performance motorcycling.

International Riders

The International Rider grants were discontinued due to budget constraints.

The following Releases, licences and International Meeting Numbers were issued:

- Rider Releases – 53

- FIM Licences processed – 194
- IMN's applied to events – 38

Sport Development Program

Coaching

The National Coaching Committee assisted in developing and running the AIS course in 2012.

The annual Level 2 Coaching Course was held at the Australian Institute of Sport (AIS) in April. The camp was considered to be a success with all ten coaches passing the practical coaching assessment at the camp, four coaches have completed all accreditation requirements and have been issued a Level 2 licence. The remaining six are still required to complete 40 hours of post course coaching that includes 10 hours with a level 2 Coach.

The development of a Level 3 accreditation for coaches was put on hold as the Coaching committee felt that their limited time would be better spent on continuing work on existing L2 coaching issues, level 3 coaching accreditation development will be resurrected again in 2013.

Junior Coaching Program

The revised Kick Start and Junior logbooks were reprinted and posted to all junior riders in January.

The Junior Coaching Program was revised again during the year for implementation in 2013, the accreditations have changed and the requirement for annual competency assessments has been removed.

Officiating

No Officials training was conducted by MA or the NOC in 2012. The shortage and availability of suitable L4 Officials made it difficult to provide names to the board, the delays in the approval of Stewards also made it difficult for the Events Officer, Promoters and Stewards.

No progress was made at MA level in developing an online official's courses.

SCB development funding was discontinued due to budget constraints.

Commissions & Committees

The Development Officer took on the task of managing the National Officials Committee and official's development.

As per Strategic plan item 2.5 'Review and establish terms of reference for MA Committees and Commissions' must take place. This should include a review of the rule change process and management of the Commissions.

Staffing

The following personnel changed in 2012: Events Officer (October). The Online Media Officer resigned in March and was not replaced.

Australian Sport Commission (ASC)

MA has worked closely with the ASC in 2012, to ensure that both organisations continue the improvement and development of motorcycling at all levels into the future. Our Project Officer Janice Lo has been extremely helpful in assisting us to develop reports and the new Annual Assessment/Operational Plan.

MA received a total of \$447,000 for the 2011-12 period, with \$382,600 towards High Performance and \$64,400 towards Sport Development – the same amount as the previous year's allocation.

Attending Championship and National events

The Events and Communication staff took an active approach in being part of MA events, which included attendance at the following:

- **Motocross/Supercross:** The Communications Officer attended the Victorian rounds of the Australian Motocross and Supercross Championships
- **Junior Motocross:** Communications Officer
- **Woman's Motocross:** Communications Officer
- **Off-Road:** The Communications Officer, Events Officer or Operations Manager covered all of the AORC rounds. The Communications Officer attended the A4DE.
- **Road Racing:** The Operations Manager attended selected rounds of the Australian Superbike Championship
- **Historic Road Racing:** The Operations Manager attended the Island Classic
- **Australian Speedway Championships:** U16 was attended by the Media Officer
- **World Trials Maldon:** Operations Manager

In total, staff attended more than 23 events in 2012.

Attending International events

The Sports Department attended the Australian rounds of the WSBK and MotoGP. The Events officer and Operations Manager attended the Race Organising Committee meetings, the events Officer took on the role of WSBK and MotoGP Deputy Secretary of the meeting The Operations Manager tended to the Wildcards, assisted the support categories, assisted with the licencing & running of the Supercross and issued the certificates of appreciation.

Database / Websites

A project team was put in place in September.

Blue Zoo was appointed in October to develop a project requirement document, the document was sent to the approved database developers in March 2013. The plan is to have a new database in place by the end of 2013.

MNSW, MSA and MTAS are the remaining states that have not launched their Sporting Pulse websites.

Manual of Motorcycle Sport

MA licence holders received their copies of the 2012 Manual in early January.

Aims for 2013

The following goals have been set for 2013:

- Communications
 - Deliver effective event media services across key Australian Championships
 - Continue to increase awareness of the company and Motorcycle Sport through engagement with print and online media
 - Streamline the national event Media Accreditation process and investigate the viability of transitioning to an online system
 - Work with the National Development Officer to increase communication flow between MA and Officials

- Maintain and update the MA website, and develop strategies to increase traffic
- Further develop relationships with media representatives, promoters and industry stakeholders

- Website
 - Terminate the contract with Sporting Pulse and introduce a new website as soon as possible
 - Increase web, Facebook and Twitter traffic
 - Increase earnings through advertising on the website
 - Implement Online Training
 - Streamline the website

- Database
 - Terminate the contract with Sporting Pulse and introduce a new database as soon as possible

- Events
 - Ensure through the Sports Department that all Australian Championship events are administered professionally
 - Ensure that all Australian international riders and teams are provided with as much support as possible.
 - Have a significant staff presence at Australian Championship events
 - Continue to develop the Promoter's Pack

- 2013 MoMS
 - Continue looking after production of the Manual of Motorcycle Sport
 - Work closely with MA Commissions to develop the GCR's
 - Rewrite MoM's for 2014 release
 - Stop printing the MoMS and place the 2014 GCR's online
 - Promote best practise with the publication of the MoMS, in terms of costs, timing, and resources

- Communications
 - Deliver effective event media services across key Australian Championships
 - Continue to increase awareness of the company and Motorcycle Sport through engagement with print and online media
 - Continue to streamline the national event Media Accreditation process and investigate the viability of transitioning to an online system
 - Work with the National Development Officer and National Officials Committee to increase communication flow between MA and Officials
 - Maintain and update the MA website, and develop strategies to increase traffic
 - Further develop relationships with media representatives, promoters and industry stakeholders

- Sport Development - Coaching
 - Work closely with MA Commissions and Coaching Committees to develop and implement programs and camps to develop all motorcycle disciplines and athletes, an emphasis will be placed on developing and monitoring riders that are capable of winning world Championships in line with the ASC funding guidelines
 - Continue to grow and strengthen relationships with the ASC and AIS staff to improve the services offered to Motorcycle Sport
 - Assist Coaches and SCB's to roll out the ongoing changes to the Junior Coaching Program (JCP)

- Work with the SCB's and Level 1 presenters in order to align the way in which the Level 1 Course is presented in each state to achieve consistency within the program
- Develop and implement Level 3 Coaching accreditation

- Sport Development - Officials
 - Make recommendations to the MA Board for Steward appointments for all major National Championships
 - Organise to have all Level 4 officials in new uniforms at National Championships to show a more professional look
 - Organise and run re-accreditation and refresher courses for all L4 officials and upgrade courses for L3 officials
 - Maintain an up-to-date active officials list showing all active L4 officials throughout Australia

- Strategic Plan
 - Continue to develop the Operational plan in line with the Strategic Plan
 - Follow the review / update protocols for the Plan
 - Work on and update Operations Manager Lead items within the Plan

- Australian Sports Commission
 - Continue to keep maintain the relationship between MA and the ASC
 - Build a strong and productive relationship with the Sport Partnership Manager
 - Ensure the Operational plan to meets the ASC requirements
 - Utilise the ASC where appropriate for funding and development opportunities
 - Work together with the ASC to help realise the strategic direction of MA



OPERATIONS MANAGER

Annual General Meeting Report

This report provides a summary of the programs and activities that the Australian Riders' Division has undertaken in 2012.

- i. Overview
- ii. Media
- iii. Events/Promotions
- iv. Review of aims for 2012

Overview 2012

The current Riders' Division has been under the management of Rob Smith since November 2010. Financial membership figures at that time stood at 485.

Rob Smith resigned from his position effective 28th March 2013. Membership currently stands at 1134. Figure 1 gives a brief overview of the preceding 2 years.

The year of 2012 saw ARD advertising, events, effective service provision and various campaigns achieve success in increasing consumers' brand recognition and awareness within the marketplace over the 12 months.

Memberships continued to increase steadily with the successful launch of the new website and targeted promotional activities and events.

The implementation of a unique advanced on-road training program enabled the ARD to train coaches and riders using the UK-based Police Manual of Roadcraft system for the first time in Australia. The feedback received from the riders who took part in the training was excellent and supported the training as an extremely worthwhile exercise.

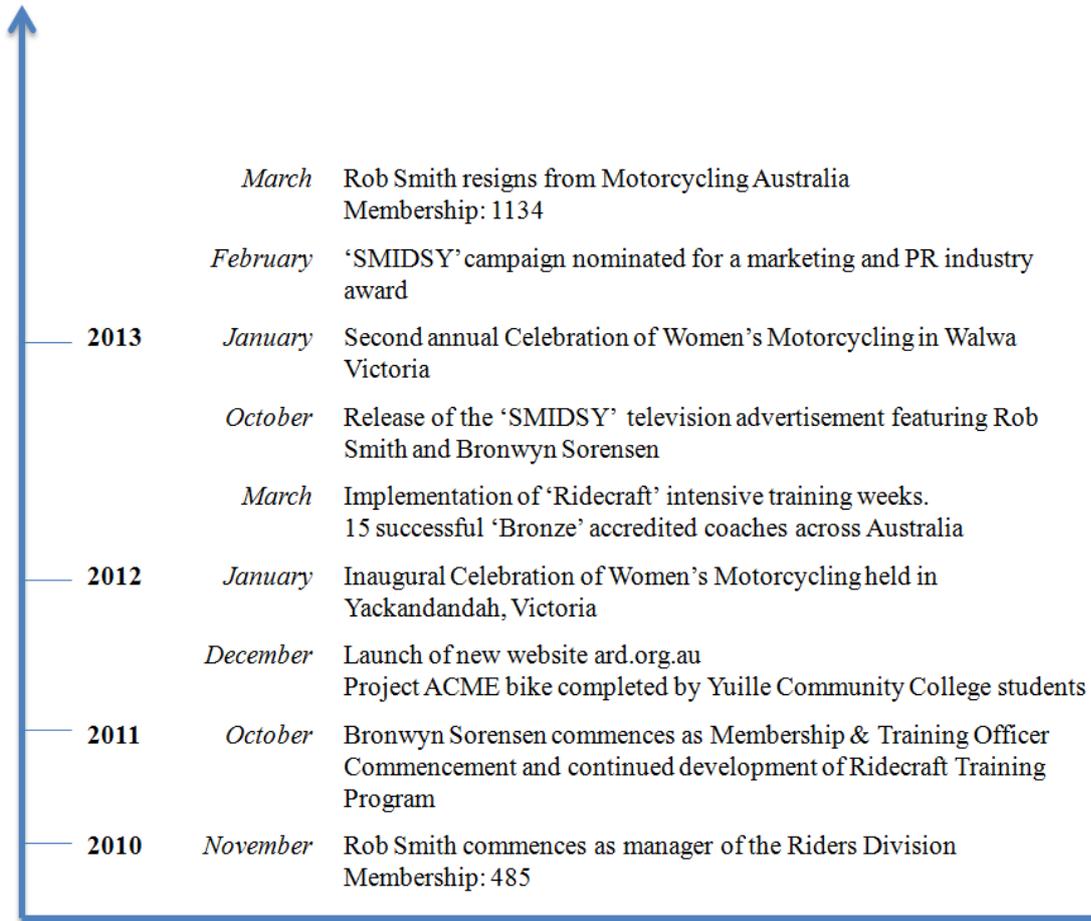
The collaborative arrangement with Maurice Blackburn SMIDSY Campaign garnered support for the advocacy efforts of the ARD and produced a tangible outcome to these efforts. The resulting television commercial was shown on Foxtel and widely shared on digital media with it becoming one of the top ten viral videos in Australia at the time of its release. It was subsequently nominated for a Marketing & PR Industry Award.

ARD Numbers:

- 1134 individual members
 - Requires approximately 20 hours per week membership support
- 2 affiliated charities
- 8 affiliated commercial organisations
- 27 affiliated clubs

- Affiliations require approximately six hours per week support

Figure 1: Australian Riders' Division brief two-year timeline



Media

Throughout 2012, the Australian Riders' Division continued to maintain a positive relationship and develop a proactive profile within the motorcycling and mainstream media. The ARD had a regular paid column in AMCN that maintained a public presence and had proven through email and phone contacts to be effective as a communication tool. However, due to budget concerns, this monthly column was discontinued in late 2012.

The ARD has had numerous positive mentions in 2012 in a wide variety of motorcycle and mainstream media including digital, television, radio and print. This has seen positive promotion of various ARD activities such as the Celebration of Women's Motorcycling, the Victorian Parliamentary Inquiry into Motorcycle Safety, the ARD/Maurice Blackburn SMIDSY Campaign, and the ARD Ridecraft Training Program.

The ARD also used print media advertising for promotion in 2012 which included the following magazines:

AMCN

Riding On

Australian Road Rider

Old Bike Magazine

Advertising in the above magazines has ceased for 2013 with the exception of 'Riding On' which is currently under review.

Ard.org.au

The ARD website and database has been highly successful in 2012 in generating new memberships and allowing existing members to renew and update their details. This in conjunction with a new membership card system has successfully reduced membership administration time by around 40%.

The website and database has recently undergone its 12 month review. This review has been useful and has revealed opportunities to improve the website's usability and functionality.

The ARD Membership & Training Officer is currently working on these improvements.

Events/Promotions

Events attended by ARD during 2012 were:

Celebration of Women's Motorcycling – Yackandandah (11 memberships)

WSBK Expo – Phillip Island (0 memberships-brochure distribution only)

Honda Broadford Bike Bonanza (24 memberships)

Ulysses Club AGM Expo – Mildura (42 memberships)

MotoGP Expo – Phillip Island (70 memberships)

Melbourne Motorcycle Expo (35 memberships)

Review of Aims for 2012

Table 1: Summary of the aims and strategies outlined in the AGM report submitted by the Riders Division Manager in 2012

Key Area	Strategies	Achieved	Ongoing	Comment
Website				
	Develop and improve functionality	✓	✓	
	Increase in web traffic	✓	✓	
	Increase earnings through advertising on the new website	✓	✓	
	Encourage clubs and members to utilise ARD services	✓	✓	
Events				
	Attend key events to attend that will increase membership	✓	✗	No events planned for 2013
	Establish the Celebration of Women's Motorcycling	✓	✓	
	Implement roadside BBQs in the new riding season	✗	✗	Not implemented in 2012
Ridecraft training				
	Continue the training and accreditation of new coaches	✓	✗	Training not currently ongoing in 2013
	Conduct Friday night promotional seminars at 147 Montague St	✓	✗	
	Liaising with VicRoads: Graduated Licensing Scheme and Ride@raft	✓	✗	
Communications				
	Build a closer relationship with the SCB's on media related activities	✗	✓	
	Implement monthly 1 page update for staff and SCBs	✓/✗	✗	Not implemented fully in 2012
	Develop and maintain a close working relationship with the media	✓	✓	
	Make more use of website and Facebook page	✓	✓	
	Continue to provide content for MA column in AMCN	✓	✗	Advertising discontinued
	Advise clubs of ability to provide club night speakers	✗	✗	Was not implemented in 2012
	Develop r/ships with Ulysses club to capture new members through affiliation	✗	✗	Ulysses Club not affiliated
Advocacy				
	Continue to work closely with VicRoads, TAC and MUARC	✓	✓	Will occur where applicable
	Continue to grow and strengthen relationships with Maurice Blackburn	✓	✓	
	Continue to maintain relationships with motorcycle lobby groups	✓	✓	
	Continue to seek legitimisation of filtering at a national level	✗	✓	
	Continue to provide input to government and parliamentary inquiries	✓	✓	
	Continue to hold a seat on the Victorian Motorcycle Advisory Group	✓	✗	No seat currently held by MA in 2013

Conclusion

In conclusion, overall 2012 saw the Riders Division improve and increase the plans and strategies it had put in place in 2011 with limited budgetary support.

Table 1 demonstrates that the ARD was largely successful in meeting its objectives for 2012 in the broad areas of website, events, training, communications and advocacy with only six of the twenty-three strategies not met or not fully met.

The focus is currently on further improvements to the functionality of the website and database, and an expansion of the SMIDSY campaign to incorporate the legitimization of motorcycle 'lane-filtering' nationally as an objective.

Annual General Meeting Report

This report provides a summary of the tasks, programs and activities that the Risk and Compliance Manager has been responsible for since the period April 2012 until April 2013, which includes:

1. Projects
2. Training and development
3. Event management
4. Occupational Health and Safety initiatives
5. Strategic Plan update
6. McAdam Park activities

1. Projects

The year set out to enhance and develop internal policies and procedures. As part of this initiative MA's implemented a new screening program for illicit drugs as part of the MA Safety Policy – Drugs and Alcohol. The program utilised SureTest CupLab screens to test for illicit substances including amphetamines, benzodiazepines, cocaine, marijuana, methamphetamines and opiates.

The program offers a cost effective way of testing members to promote safety and prevent substance abuse. Participants who produce a positive screening result are offered information and counselling as part of the program.

The review and formulation of a Medical Guideline was another initiative undertaken in the reporting period. Although this document is still in draft format, once completed it forms the building block of continuous enhancement to meet the demands of the sport, changing technology and safety advancements.

The following documents were development and/or implementation during the reporting period:

- Fraud prevention policy;
- Risk management plan and policy;
- Child protection risk management strategy;
- Social media policy;
- Medical guidelines;
- Hot weather guidelines;
- Illicit drug screening;
- Police and/or coroners reports for three fatalities;
- Researching noise testing equipment;
- Creation of tamper evident noise stickers;
- Member Protection Complaint handling;
- Review and rejuvenation of the Promoters Pack information with respect to running a complying event;
- Facilitated Road Race Circuit Venue Inspections for 2012.

2. Training and development

Delivering quality development and training to officials to build refresh or extend their skills was addressed during the reporting period. The FIM Technical, FIM Environmental and FIM Clerk of the Course Seminars were facilitated as part of this ongoing initiative.

The overall feedback received from the three Seminars was positive. Attendees found the training to be informative and rewarding.

3. Event Management

Two events were attended during the reporting period with the following outcomes:

- 2012 MotoGP at Phillip Island: facilitated the MA Safety Plan to manage safety for the officials and MA staff;
- 2013 WSBK with the focus of Volunteer OHS and successful implementation of the illicit drug screening program.

4. Occupational Health and Safety initiatives

- Participated in various meetings in relation to the WHS Harmonisation;
- Facilitated Work Health Checks for MA staff;
- Creation and facilitation of inductions and briefings template.

5. Strategic Plan Update

The following key achievements were undertaken to assist with the development and implementation of the activities in the strategic plan:

- Creation of the Facility Planning and Development Committee Terms of Reference;
- Creation of Environmental Committee Terms of Reference;
- Continued development of Safety Risk Management Procedures;
- Continued development of the Risk Management policy and framework.

6. McAdam Park update

Governance

An interim Committee of Management was formed utilising an agreed operating framework to ensure the consultation process continues and that the clubs have the ability to liaise with the property owner. The Interim Committee of Management met 10 times during the reporting period. These meetings are now embedded as a key tool to facilitate inter-club relations whilst providing updated information on the current operating environment.

The year also marked the beginning of a concerted effort to achieve not merely improvement but to deliver a quality strategic plan which will play an integral role in managing McAdam Park and achieving its goals over the next few years. The Plan ensures MA focuses on its mission and stated objectives and is addressing key challenges and priority action areas.

Use of Property

On 13 December 2011, the Victorian Civil and Administrative Tribunal (VCAT) found that an existing use right existed for "off-road motorcycling events and activities" on Lots 1 & 2 of McAdam Park, 130 Haines Road, Barrabool.

VCAT also determined that a planning permit was required for certain buildings and works constructed at McAdam Park which provided MA an opportunity to submit a Planning Permit Application for these buildings and works and to progress the issue of new club room facilities for clubs and their members.

MA through St Quentin Consulting submitted a planning permit application to Council for the retrospective permit application for several existing buildings and works and for the development of a new club room to cater for existing use.

A Notice of Decision was issued by the Surf Coast Shire Council in August 2012 to grant the permit on the basis of a several onerous conditions. These conditions were challenged in VCAT by local Residents and by MA in March 2013.

The Hearing took place on 18-20 March, however not all of the evidence was able to be tabled during the three day period. The VCAT President referred the matter to Mediation which will commence in April 2013.

The Council issued an Improvement Notice on 2 August 2012 pursuant to the Public Health and Wellbeing Act 2008. Motorcycling Australia appealed for a Stay against the Improvement Notice which was granted by the Magistrates Court.

MA agreed to the following undertakings:

- *Effective immediately, to submit to the Council on a monthly basis or otherwise as reasonably requested by Council, an updated calendar of events scheduled to take place at 130 Haines Road, Barrabool (**Land**);*
- *Effective immediately to direct its officials and staff to ensure that, at any competitive event held on the **Land** (except moto-trials) at which more than 50 individual riders are competing over the course of a day (as distinct from the number of riders on the track at any one time) , no rider will be permitted to race unless and until he or she has:*
 - a) *Satisfied the MA's accredited race officials that the relevant motorcycle has been tested and certified to comply with the noise emission limits of MA's 2012 Manual of Motorcycle Sport (**MA Manual**) within three months of the event and that the tamper-proof seal fitted to the motorcycle's muffler on completion of that testing is still in place; or*
 - b) *Undergone noise testing in accordance with the MA Manual and have demonstrated to the MA accredited official conducting that testing that the relevant motorcycle complies with the noise emission limits specified in the MA manual.*

The Magistrates Court also determined that the disputes in the proceeding be referred for mediation.

Motorcycling Australia and its legal representatives met with Council and their legal representatives to discuss the terms of the Noise Management Plan. Although mediation was declared unsuccessful, Council have since submitted an Operational Noise Management Plan which is currently being considered.

Despite ongoing difficulties with neighbouring property owners and other recently formed groups, MA continues to work cooperatively with Stakeholders and remains committed to the successful future of McAdam Park.

Facilities Development

Motorcycling Australia has been working steadily to ensure the existing track and buildings comply with relevant planning laws and regulations and to construct a new clubhouse so as to improve the facilities and increase the comfort of existing members and users of the track.

The Key achievements for reporting period include:

- Upgraded security and site access;
- Extensive land care management incentives including creation of plantations on the property and the establishment of two new dams on the property to minimise soil erosion and protect water courses including the creation of new water sources.
- MA investigated noise testing procedures and implemented testing procedures in November 2012
- Submitted planning permit application for new club house facilities and retrospective buildings and works.

The planning application submitted for works and development of the facility include the following:

- a) A replacement clubhouse.
- b) Maintenance shed/pump house, scrutineers shed, toilet block renovations, buried shipping container, storage shed/container, starter's box and wash down bays.
- c) The formation of the learner's / children's track, and upgrades/jumps installed on the western track extension after 5 October 2000 (and mainly in 2004-2007).
- d) Works to the main motocross track after 5 October 2000 including earthworks to widen and build up the height of the track, and earthworks incorporating the development of jumps and obstacles including 'table tops', 'ski jumps', 'stair case jumps' and an area known as the 'whoops'.

Land Care Management

Officials from SMCC and GMCC undertook the Sound Control seminar and have implemented robust procedures to test machines that utilise the tracks. MA have created and supplied tamper evident stickers to be applied to motorcycle mufflers upon successful completion of the noise testing procedures.

MA has successfully implemented a robust land management strategy with the assistance of Agricultural Consultant and farmer leasing the property, Jim Seagre and now comply with the requirements set out in the s. 173 agreement including:

- o works to protect water courses and minimise erosion;
- o native vegetation and re-vegetation works including planting more than 7,000 native tree species indigenous to the area;
- o Establishment of alternative water sources;
- o on-going land management strategies to eradicate and manage pests and noxious weeds and restore the land to farming quality.

McAdam Park tenant clubs have commenced noise testing motorcycles as part of the standard operating procedure. MA has investigated noise testing procedures and implemented FIM Standard procedures by the end of 2012. MA submitted a Noise Management Plan to Council in 2012 as part of Mediation. Council have produced an Operational Noise Management Plan in February 2013. Stakeholders are currently working through the document with the objective of finalising the Plan as soon as the parties can agree on the terms.

MA will continue to identify and develop noise controls to reduce as much as possible the sound level impact of events and activities on the public. MA will also investigate potential to change the location of the start line to minimise noise impact.

Whilst MA's right to utilise Lots 1 & 2 for motorcycle activities and events was confirmed by VCAT, post event land care management controls will be undertaken to rejuvenate the grassed areas utilised to minimise the footprint on the property and preserve McAdam Park for future generations. Such controls include leveling out the land and reseeded grassed areas directly after use. MA will also control the frequency of the usage to minimise impact to the land.

Strategies to improve the long term sustainability and enhance the amenity of McAdam Park include:

- Re-sowing permanent pasture to the previously cropped areas;
- Fertilizing property;
- Investigation into pumping system for bore and header tanks;
- Control of noxious weeds and pests on the property;
- Investigation into part time property manager;
- Demolition of flyover bridge, bridge on Lot 2 and Canteen;
- Demolition of existing club house and construction of replacement club house once Planning Permit Application is approved by Council;
- Investigation of noise management strategies to reduce the sound level impact of events and activities on the public;
- A noise management plan will be created and to be approved by the Surf Coast Shire.

Aims for 2013

The following goals have been set for 2013:

- *Strategic Planning Items*
 - Continue developing and implementing strategic planning items with the intention of finalising items
- *Policy Development – as required*
 - Event Management
 - Risk Management
 - OHS management system
 - Ensure that our policies are in place and comply with the relevant regulators
- *McAdam Park*
 - To continue facilitating outstanding items to comply with Shire and other regulatory body requirements
 - To participate in the administration and facilitation of the Venue as required and directed
- *Event Management – Australian and International Events*
 - To assist the management of events and analyse/treat associated risks at events as required

Annual General Meeting Report

Outline

This report is intended to provide a summary of the tasks, programs and activities undertaken for the period May 2012 to April 2013.

1. Administration / Staffing

- 1.1 13 Staff meetings were held during the period.
- 1.2 2 Managers meetings were held during the period.
- 1.3 There have been only a few changes in staffing in the past 12 months.
 - The Communications Officer, Megan Hannan is currently on maternity leave. Peggy Tuinstra is filling this position for the maternity leave period.
 - The Riders' Division Manager, Rob Smith resigned to relocate overseas. The position is not being replaced.
 - Matthew Kearsley was appointed as the Events Officer.

2. Information & Communications Technology

- 2.1 The internet connection was upgraded from SHDSL to 10mb/10mb Ethernet over copper line to increase speed.
- 2.2 3 notebooks were rebuilt and 3 new notebooks purchased for staff in the current period.

3. Occupational Health & Safety / Building Maintenance

- 3.1 A new air conditioning unit to the ground floor offices was installed at a cost of \$24,300.

4. Budget 2013

14 budget revisions have been provided to the Board for the 2013 budget. An initial draft of the budget was a loss of (\$543k). This resulted in the following reductions to the proposed budget:

- Coaching, Training Camps & Seminars reduced by 19%
- Strategic Plan Initiatives reduced by 17%
- Staff Travel & Event Attendance reduced by 11%
- Board & Council meetings reduced by 9%
- International Teams reduced by 16%
- Riders Division reduced by 27%
- Wages reduced by 5%

The final budget for 2013 is a forecasted loss of (\$43,211).

Revenue

An increase in licence fees of 8% (from the 2012 actuals) has been budgeted following an agreed increase in competition licences of \$7.80, mini licences of \$6 and annual recreational licences by \$6.60. The budget also allows for a 14% increase in one event licences from the 2012 actuals based on an increase in One Event Recreational by \$2.84 and One Event Competition by \$5.

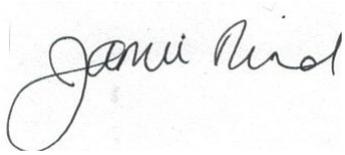
Expenditure

The primary expenditure items are insurance and wages which make up 45% and 17% respectively of the budget and are items that allow little movement.

	2013 Budget	2012 Actuals	2012 Budget	2011 Actuals	2011 Budget
Revenue	\$5,974,976	\$5,702,400	\$5,603,866	\$5,536,967	\$5,879,919
Expenditure	\$6,018,157	\$5,850,618	\$5,812,614	\$6,306,653	\$6,214,124
Profit / (Loss)	(\$43,211)	(\$148,218)	(\$208,748)	(\$769,686)	(\$334,205)

5. Audit 2012

The relevant schedules and accounting assistance for the 2012 audit from the MA office was provided to the auditors in a timely manner. The audit was conducted in our offices in early February by the newly appointed auditors, Davidsons Accountants and Business Consultants.



Ms Jamie Nind

Finance & Administration Manager

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